

AYAN CHATTERJEE

Profile : Male | Unmarried | Indian
Date of Birth : 07/07/2000
Residence Address: 11/23 EDISON ROAD, B-ZONE,
: DURGAPUR , WEST BENGAL-713205
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SUMMARY

Team player with high integrity, self-driven, technically competent with excellent communication skill and available for relocation.

CAREER OBJECTIVE:

To be a part of an organization that encourages constant learning & innovative thinking with an environment for professional achievement. Intend to build a career with leading organization with committed & dedicated culture and work as key player in challenging & creative atmosphere that gradually accomplish mutual growth

ORGANISATION EXPERIENCE: V

Organization	HRJ JOHNSON TILES
Organization Details	H & R Johnson (India) Ltd. (HRJ) is a company that manufactures and sells tiles, sanitaryware, bath fittings, and engineered marble and quartz. Founded in 1958, HRJ is a leader in the lifestyle solutions industry in India.
Duration	10 TH June 2024 till Date.
Stream	Look over retail and project sales.
Designation	Sales executive
Work Profile	<ul style="list-style-type: none">➤ Primary Sales -Discuss about schemes and products and get order from dealer.➤ Secondary Sales -.Visiting Builders,Architects,Interior designers and help dealer to liquidate the material➤ Reviewed sales performance for sales division and generated key reports for weekly, monthly, and quarterly meetings.➤ Exceeded sales goals by more than 15% in every quarter since being hired as a sales representative.➤ Finding new Sub Dealers➤ Maintain awareness of all promotions and advertisements.

ORGANISATION EXPERIENCE: IV

Organization	SIMPOLO VITRIFIED PRIVATE LIMITED
Organization Details	<p>Since the first steps were taken in the year 1977, Simpolo Ceramics has carved its niche as a consistently growing organisation with unparalleled innovation and passion rooted in simplicity.</p> <p>They endure gratification for every experience that we offer, created to share something truly meaningful. It may not resonate with the majority, but that is what takes them a class apart. If only a handful were to understand the purpose of our existence, we would be proud to have found our believers. Rather, people with whom they can share their beliefs.</p>
Duration	1st Dec 2023 to 2 nd June 2024.
Stream	Look over retail and project sales.
Designation	Sales executive
Work Profile	<ul style="list-style-type: none"> ➤ Primary Sales - Discuss about schemes and products and get order from dealer. ➤ Secondary Sales - Visiting Builders, Architects, Interior designers and help dealer to liquidate the material ➤ Reviewed sales performance for sales division and generated key reports for weekly, monthly, and quarterly meetings. ➤ Exceeded sales goals by more than 15% in every quarter since being hired as a sales representative. ➤ Offer colour matching expertise and product selection advice. ➤ Maintain awareness of all promotions and advertisements.

ORGANISATION EXPERIENCE: III

Organization	Teamlease Service Limited (Behalf of Asian Paints)
Organization Details	<p>TeamLease Services is one of India's leading human resource companies offering a range of solutions to 3500+ employers for their hiring, productivity and scale challenges. A Fortune India 500 company listed on the NSE & BSE, Teamlease has hired 17 lac people over the last 17 years and has 2 lac+ open jobs every day. One of India's fastest growing employers, Teamlease also operates India's first Vocational University and India's fastest growing PPP National Apprenticeship Program.</p>
Duration	28 th Feb 2022 to 2nd Nov 2023 .
Stream	Technical Service & Sales - Royale Play & International Designs Collection (Material Finishes)
Designation	Royale Play Brand Contractor Associate
Work Profile	<ul style="list-style-type: none"> ➤ Primary Sales - Help dealer to liquidate material / Support for material order, Books etc. ➤ Secondary Sales - Help contractor to qualify in Schemes. / Site support to contractors / New designs training to contractors. ➤ Reviewed sales performance for sales division and generated key reports for weekly, monthly, and quarterly meetings. ➤ Exceeded sales goals by more than 15% in every quarter since being hired as a sales representative. ➤ Offer colour matching expertise and paint product selection advice. ➤ Maintain awareness of all promotions and advertisements.

ORGANISATION EXPERIENCE: II

Organization	INDUSIND BANK
Organization Details	IndusInd Bank Limited is an Indian financial services headquartered in Mumbai (Maharashtra). ⁴ IndusInd Bank was inaugurated in April 1994 by then Union Finance Minister Manmohan Singh .
Duration	1st Nov 2021 to 27 th Feb 2022
Stream	Business Development
Designation	Business Development Manager
Work Profile	<input type="checkbox"/> Providing Customer support about all financial services. <input type="checkbox"/> Marketing activity . <input type="checkbox"/> Developing relationship with customer and reach monthly targets.

ORGANISATION EXPERIENCE: I

Organization	SBI LIFE INSURANCE
Organization Details	SBI Life Insurance Company Limited is an Indian life insurance company which was started as a joint venture between State Bank of India (SBI) and French financial institution BNP Paribas Cardif . SBI has a 55.50% stake in the company and BNP Paribas Cardif owns a 0.22% stake. Other investors are Value Line Pte. Ltd. and MacRitchie Investments Pte. Ltd., holding a 1.95% stake each while the remaining 12% is free float stake with public investors. It has Assets under management (AuM) worth ₹314,686 crore (US\$39 billion) and a Gross Written Premium (GWP) of ₹67,320 crore (US\$8.4 billion) as of March 2023. SBI Life has an authorized capital of ₹20 billion (US\$250 million) and a paid up capital of ₹10 billion (US\$130 million).
Duration	10 th APR 2020 to 20 th AUG 2021
Stream	Customer relationship
Designation	Customer relationship executive
Work Profile	<input type="checkbox"/> Handling branch walking customer. <input type="checkbox"/> Handling insurance department. <input type="checkbox"/> Co-ordination with unit manager. <input type="checkbox"/> Maintain daily agenda run by the branch.

ACADEMIC QUALIFICATION:

BOARD/UNIVERSITY	DEGREE	PERCENTAGE	YEAR OF PASSING
ICSE	S.S.C	54.4%	2016
W.B.H.S.E	H.S.C	60.00%	2018
KAZI NAZRUL UNIVERSITY	B.COM	74.3%	2021
UGC	MBA	Pursuing	

- ATTENDED 6 MONTHS COMPUTRE COURSE IN COMPUTER HARDWARE(CCHM)

INTEREST & HOBBIES:

- Listening to Music , Travelling, Playing football.

LANGUAGE KNOWN:

- English, Bengali& Hindi

DECLARATION:

I hereby declare that the above information furnished is true to best of my knowledge.

Place: - DURGAPUR

Date: - 28 feb 2024

Regards

Ayan chatterjee

